1: Cohen E-4,5 (1956-1965) 1967 MS14 Kanuri MS14

level and still make a profit. He will not give credit to strangers, but must have done business with the man successfully or have some previous knowledge of him, his family, his agnates, or any one else who would be responsible for him if he were taken into court for a bad debt. Nevertheless, with each retailer taking about two to four dollars worth of nuts it takes only a few bad debts to whittle away his fifteen dollar profit into a loss, and he has had a number of these on which it took several later trips to recoup his losses. Ajimi, however, is very philosophical and entertains his friends for hours telling stories about his bad debts to point up the moral that a kola nut seller's life is not a happy one.

AJIMI'S UNCLE Finally let us look at Ajimi's uncle, his father's older brother who lives in the city and runs, because of his access to liquid capital, a relatively large trading organization along traditional lines.

Ajimi's uncle is a man of fifty-five years who has three wives and a concubine as well as a son and a younger brother's son living in his large compound in Maiduguri. He generally has several *tada njima* living in the compound, and in the near vicinity are those of his other married *tada njima* who are part of his organization.

His mode of operation is fairly simple; he gives out money to men like Ajimi to trade with, and then takes one half or more of the profits. Some of these men are connected by kinship to the uncle; others, indeed most of them, are not. Those who are not, start out in his compound as low status *tada njima;* they carry water, cut grass for the horses, run messages, and so on. For this they receive their food, shelter, clothing, and a little pocket money. If over a period of one to two years they prove respectable and trustworthy, Ajimi's uncle gives them some money and sends them out to trade, usually with someone more experienced at first, then on their own. The following list indicates both the range and number of his enterprises:

1. Two men buy millet in Geidam for sale in Maiduguri going to the Geidam market once every week or two.
2. One man sells cloth in Damasac. The cloth is supplied to him by Ajimi's uncle who buys it in larger quantities for sale in several places. This same man is given money to buy onions and ship them to Damasac where they are scarce and high priced.
3. One man buys fish at Abadan on Lake Chad and sells it in Maiduguri.
4. Another man buys natron in Bama (to the southeast of Bornu) for sale in Maiduguri.
5. Several (from one to three) buy cattle in Bornu and sell them in Kano.
6. Several (one to three) buy cattle in Bornu and sell them in Makurdi.
7. One man purchases butter in Damaturu (Fulani country) and sells it in Maiduguri.
8. One (Ajimi) sells kola nuts in Magumeri and used to buy ground-nuts for sale in the capital.

The organization involves anywhere from eleven to sixteen men (the number varies over time) and their families, and probably involves a turnover of about $1200 to $1500 per month with a maximum profit margin of anywhere from thirty to forty percent on the investment. By Bornu standards Ajimi's uncle is a wealthy

1: Cohen E-4,5 (1956-1965) 1967 MS14 Kanuri MS14

man and can well afford his car, chauffeur, and new cement-block compound with electricity and running water. Besides the scale of his operation which is quite large relative to Bornu enterprise in general, his way of organizing things is also typically Kanuri. Instead of an office building with secretaries, dictaphones, telephones, the uncle has built up a series of relationships among a set of dependents. These relationships are modelled on and grew out of exactly the same kinds of relations that exist in the Kanuri father-son relationship within a Kanuri household.

The remainder of Bornu trade is handled through a system of small and large companies. The large companies are European in origin, and until a few years ago each handled as much of the trade as possible. Today these large enterprises are increasingly African staffed, usually with southern Nigerians, and each tends to specialize in a few particular lines of the export-import trade. Besides these large enterprises there are small "canteens" (stores) run by Levantine traders and now increasingly by Kanuri traders themselves. These shops obtain stocks from the larger companies and sell to both consumers and wholesalers who hope to sell in smaller quantities.

In recent years the pattern of local economic life has changed but little. However, in the Bornu economy as a whole several new lines of development have started that are a far cry from the past. To the north of the capital city of Maiduguri in an area marked "industrial" on the provincial engineer's maps there is now a modern ground-nut oil mill and further to the east of this a large modern abattoir. In future years food processing and even manufacturing plants will appear in this area of the city. Secondly, the capital city itself is experiencing a building boom as the wealthy replace old mud houses with new ones made of concrete block. This plus the continual expansion of government buildings has produced a lucrative building trade. The local Bornu emirate government has in the past few years decided to spread its contracts out among many aspiring young building contractors, thus producing not one or two large companies but a growing number of small entrepreneurs who are gaining experience in business. This has also led to a local expansion of the concrete block industry which can easily be set up along the river where the sand is available and hand labor can be used in conjunction with cheap steel molds for making the concrete block.

Finally wealthy Kanuri men in the political system and in trade are beginning to look at the possibilities of investment as a form of wealth production. Some are buying property in the city for the rent income, or building on the land and then renting it; others or sometimes the same men are buying up adjoining small farms to the southeast of the city and turning them into mango and lemon orchards. One of these has even invested in a concrete block house at the back of his orchard that he intends to turn into a modern chicken farm with imported hens and roosters from the United States.

All of these developments seem to point away from household economy toward wages, urbanization, and the impersonality of western society in its workaday life. Will it happen? When will it happen? These are questions upon whose answer rests an entire way of life, for today the Bornu economy is essentially as described in this chapter yet these roots of change are growing points that are encouraged by the national and local leaders and by the western educational system. How much they will in fact transform the local life is a matter for future research.